

Qualified Vendor System/Fair and Equitable Rate Advantages

For Providers:

- Levels the playing field – information, opportunities and rates
- Provider judged by performance not the price of services
- Standard terms and conditions substantially reduced
- Reduced paperwork and processes for providing services to new clients, such as solicitations and requests for proposals
- Ability to increase the types of services that can be provided as well as develop innovative service models
- Providers, via consensus principles, support fixed rate system versus negotiated rates, as long as rates are fair
- New lines of business can be added as needed

For the State:

- Enhanced competition around quality of services
- Increased ability of new providers to enter the system, such as small and minority businesses
- Enlarged provider network
- Department of Economic Security launched into additional e-business
- Reduced paperwork needed to deal with solicitations, requests for proposals, amendments, etc.
- Enhanced working relationships with families
- Improved working relationships with providers

For Families and People with Disabilities:

- Increased choice of providers
- Enhanced family empowerment and decision-making
- Clearer expectations for both families and providers
- More flexibility for the changing needs of consumers